

Message Text

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DRAFTED BY:STEPHEN H GOODMAN

APPROVED BY:EB/IFD/ODF:RASWART

M TUTINO

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FM SECSTATE WASHDC

TO AMEMBASSY BONN

INFO AMCONSUL FRANKFURT

UNCLAS STATE 227459

PASS TREASURY REPRESENTATIVE HERNBERG

E.O. 11652: N/A

TAGS: FW, EFIN

SUBJECT: EXPORT FINANCING

EXIMBANK VICE PRESIDENT, POLICY ANALYSIS, STEPHEN H. GOODMAN, PLANS TO VISIT BONN-FRANKFURT OCTOBER 8 THROUGH OCTOBER 11. PRIMARY PURPOSE OF VISIT IS TO REVIEW EXPORT FINANCING DEVELOPMENTS IN WEST GERMANY, PARTICULARLY INTEREST RATE AND CREDIT POLICIES. MR. GOODMAN WOULD ESPECIALLY LIKE TO DISCUSS THE MECHANICS THROUGH WHICH THE INTEREST RATE ON EXPORT CREDITS IS DETERMINED, THE TOTAL BLENDED COST TO THE BORROWER OF GOVERNMENT-SUPPORTED EXPORT CREDITS, DISTRIBUTION OF GOVERNMENT-SUPPORTED EXPORT CREDITS BY INTEREST RATE, MATURITY AND MARKET CATEGORIES AND POSSIBLE PROCEDURES FOR EXCHANGE OF INFORMATION ON DETAILS OF FINANCING PACKAGES. EMBASSY ASSISTANCE IN ARRANGING ACCOMMODATIONS AND MEETINGS WITH GOVERNMENT AND BANKING REPRESENTATIVES WOULD BE APPRECIATED. MR. GOODMAN WILL ARRIVE BONN-COLOGNE ON OCTOBER 8 AT 1155 HOURS ON LUFTANSIA FLIGHT 861 AND WILL DEPART BONN FOR FRANKFURT VIA CARE AT TIME APPROPRIATE
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FOR EMBASSY AND CONSULATE-ARRANGED APPOINTMENTS. MR. GOODMAN

WILL DEPART FRANKFURT ON OCTOBER 11 AT 0815 VPA PAA FLIGHT 107.
RESERVATIONS FOR SINGLE WITH BATH FOR EVENINGS OF OCTOBER 8
THROUGH OCTOBER 10 AT MODERATELY PRICED HOTELS IN BONN AND
FRANKFURT OR WHERE EMBASSY RATES ARE AVAILABLE ARE REQUESTED.
MR. GOODMAN WILL MAKE OWN AIRPORT ARRANGEMENTS.
PLEASE ARRANGE SCHEDULE OF CALLS. MR. GOODMAN WOULD APPRECIATE
MEETING WITH APPROPRIATE INDIVIDUALS AT THE FINANCE AND ECONOMICS
MINISTRIES IN BONN (POSSIBLY INCLUDING MR. GERBERTH) AND
WITH APPROPRIATE INDIVIDUALS AT AKA AND KFW IN FRANKFURT (POSS-
IBLY INCLUDING DR. HOSCH AND DR. VOIGT). WOULD ALSO LIKE TO
REVIEW GERMAN FINANCING PRACTICES WITH KNOWLEDGEABLE REPRESENT-
ATIVE FROM LEADING GERMAN BANK SUCH AS DRESDNER BANK IN FRANK-
FURT (POSSIBLY MR. PETER KRAMER). IF POSSIBLE WOULD ALSO
APPRECIATE MEETING WITH ONE OR TWO LEADING GERMAN EXPORTERS
SUCH AS AEG-TELEFUNKEN IN FRANKFURT, KRAFTWEIK UNION IN MULHEIM
OR KRIED KRUPP GAMBH NEAR DUSSELDORF. PLEASE ADVISE MR. GOODMAN
DIRECTLY OF CONFIRMED HOTEL RESERVATIONS. APPRECIATE EMBASSY
ASSISTANCE. ROBINSON

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